

- BPEC40N2      PROGRAM DETAIL INFORMATION  
SALES LEVEL:  
PROGRAM CONTACT: SHARON REID-2584

07/10/96      11:16:25.9  
NEXT FUNCTION:

PROMOTION/DTOPS NO: 601794 DESC: DORAL B2G1F DEC. PROGRAM

DTS DATE: 12/02/96

PROMOTION UPC CODE: 12300 - 70504

COMMENTS:

DORAL B2G1F DECEMBER PROGRAM (INCL WAM ALLOCATIONS & MEGA OUTLETS)  
PRODUCT HAS BEEN BANDED AS A B1G1F W/1 LIVE PACK TO BE ADDED TO EACH  
OFFER. OFFERS HAVE BEEN BANDED SIDE BY SIDE VERSUS BACK TO BACK AS  
NORMAL. THE B2G1F SLEEVE HAS BEEN DESIGNED TO SHOW ALL 3 PACK FACINGS  
VERSUS JUST A SINGLE PACK FACING! EACH OFFER CONTAINS A SEASONAL  
GREETING WITH DORAL & CO. SIGN-UP. ITEM #515990 INCL. 20 SLEEVES, 1  
OFFER SPECIFIC DISPLAY, 1 DBRC. PF6 FOR SMS ITEM, PF7 FOR PRODUCT  
CODES, & PF8 FOR REPORTING CODE.

1ST ORDER DATE: 09/24/96

ALLOCATIONS ARE ALSO INCLUDED FOR MEGA OUTLETS THAT ACCEPT PK. PROMOS.

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---  
Help Quit Retrnl      DATES SMS      PROD DISP      Main

- BPEC20S2      SMS ITEM DETAIL DISPLAY

07/10/96      11:16:38.4  
NEXT FUNCTION:

PROMOTION # 601794 DORAL B2G1F DEC. PROGRAM

ITEM #	DESCRIPTION	PACKED/SKU
515990	B2G1F SLEEVE KIT	20/BOX

- BPEC40N2      HAND-HELD CODES DISPLAY

07/10/96      11:24:39.9  
NEXT FUNCTION:

SALES LEVEL:

PROMOTION # 601794 DORAL B2G1F DEC. PROGRAM      PGM CONTACT: SHARON REID-2584

TYPE	HH DESCRIPTION	PAYMENT RATE	HH START DATE	HH END DATE
BXGXF	DOR B2G1F-DEC		10/28/96	01/31/97

51862 2099

- BPEC40N2.

BXGXF PRODUCT CODE DISPLAY

07/10/96 11:26:51.7

NEXT FUNCTION: \_\_\_\_\_

PGM-ITEM: 601794020701

OFFER-CODE:

DESC: DOR B2G1F-DEC

UPC PREMIUM CODE

DESCRIPTION

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22268

-----  
DOR FF 85 20, DOM 6M B1G1F

22263

DOR LIGHT 85 20, DOM 6M B1G1F

22264

DOR LT 100 20, DOM 6M B1G1F

22267

DOR FF 100 20, DOM 6M B1G1F

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
Help Quit Retrn            DATES SMS    PROD   DISP                            Main

51862 2100

PROMOTION : 601794  
TO-LEVEL<?> : 17XX (Wildcards allowed '\$')  
FROM-LEVEL<?>: 16XX (Wildcards allowed '\$')  
DATE : \_\_\_\_\_ (MM/DD/YYYY)

Amount	From	To	Date	Promo	Item	User	Fn
3	16XX	17XX	09/18/96	601794	DORAL FULL FLAVOR	HEATH	412-257-9759 V10
3	16XX	17XX	09/18/96	601794	DORAL LIGHT B1G1F	HEATH	412-257-9759 V10
3	16XX	17XX	09/18/96	601794	DORAL LT 100 B1G1	HEATH	412-257-9759 V10
3	16XX	17XX	09/18/96	601794	DORAL FF 100 B1G1	HEATH	412-257-9759 V10
8	16XX	17XX	09/18/96	601794	DORAL FULL FLAVOR	HEATH	412-257-9759 V10
8	16XX	17XX	09/18/96	601794	DORAL LIGHT B1G1F	HEATH	412-257-9759 V10
8	16XX	17XX	09/18/96	601794	DORAL LT 100 B1G1	HEATH	412-257-9759 V10
8	16XX	17XX	09/18/96	601794	DORAL FF 100 B1G1	HEATH	412-257-9759 V10
2	16XX	17XX	09/18/96	601794	DORAL FULL FLAVOR	HEATH	412-257-9759 V10
2	16XX	17XX	09/18/96	601794	DORAL LIGHT B1G1F	HEATH	412-257-9759 V10
2	16XX	17XX	09/18/96	601794	DORAL LT 100 B1G1	HEATH	412-257-9759 V10
2	16XX	17XX	09/18/96	601794	DORAL FF 100 B1G1	HEATH	412-257-9759 V10

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
Quit Retrn Main

V11 - BPEAUD

## ALLOCATION TRANSFER AUDIT

09/16/96 09:34 AM

NEXT FN:

PROMOTION : 601794  
-LEVEL<?> : 11XX (Wildcards allowed '\$')  
FROM-LEVEL<?>: 16XX (Wildcards allowed '\$')  
DATE : (MM/DD/YYYY)

Amount	From	To	Date	Promo	Item	User		Fn
16	16XX	11XX	09/12/96	601794	DORAL FULL FLAVOR	DOUCETTE	508-497-2319	V10
16	16XX	11XX	09/12/96	601794	DORAL LIGHT B1G1F	DOUCETTE	508-497-2319	V10
16	16XX	11XX	09/12/96	601794	DORAL LT 100 B1G1	DOUCETTE	508-497-2319	V10
16	16XX	11XX	09/12/96	601794	DORAL FF 100 B1G1	DOUCETTE	508-497-2319	V10

V11 - BPEAUD

## ALLOCATION TRANSFER AUDIT

09/16/96 09:35 AM

NEXT FN:

PROMOTION : 601794  
TO-LEVEL<?> : 12XX (Wildcards allowed '\$')  
FROM-LEVEL<?>: 16XX (Wildcards allowed '\$')  
DATE : (MM/DD/YYYY)

Amount	From	To	Date	Promo	Item	User		Fn
5	16XX	12XX	09/12/96	601794	DORAL FULL FLAVOR	SULLIVAN	908-225-3219	V10
5	16XX	12XX	09/12/96	601794	DORAL LIGHT B1G1F	SULLIVAN	908-225-3219	V10
5	16XX	12XX	09/12/96	601794	DORAL LT 100 B1G1	SULLIVAN	908-225-3219	V10
5	16XX	12XX	09/12/96	601794	DORAL FF 100 B1G1	SULLIVAN	908-225-3219	V10

V11 - BPEAUD

## ALLOCATION TRANSFER AUDIT

09/16/96 09:35 AM

NEXT FN:

PROMOTION : 601794  
TO-LEVEL<?> : 13XX (Wildcards allowed '\$')  
FROM-LEVEL<?>: 16XX (Wildcards allowed '\$')  
DATE : (MM/DD/YYYY)

Amount	From	To	Date	Promo	Item	User		Fn
1	16XX	13XX	09/13/96	601794	DORAL FULL FLAVOR	LENNON	610-353-8972	V10
1	16XX	13XX	09/13/96	601794	DORAL LIGHT B1G1F	LENNON	610-353-8972	V10
1	16XX	13XX	09/13/96	601794	DORAL LT 100 B1G1	LENNON	610-353-8972	V10
1	16XX	13XX	09/13/96	601794	DORAL FF 100 B1G1	LENNON	610-353-8972	V10

51862 2102

V11 - BPEAUD

## ALLOCATION TRANSFER AUDIT

09/16/96 09:33 AM

NEXT FN:

PROMOTION : 601794  
LEVEL<?> : 16XX (Wildcards allowed '\$')  
FROM-LEVEL<?>: 11XX (Wildcards allowed '\$')  
DATE : (MM/DD/YYYY)

Amount	From	To	Date	Promo	Item	User	Fn
3	11XX	16XX	09/16/96	601794	DORAL FULL FLAVOR	CAMPBELL 716-634-4179	V10
3	11XX	16XX	09/16/96	601794	DORAL LIGHT B1G1F	CAMPBELL 716-634-4179	V10
3	11XX	16XX	09/16/96	601794	DORAL LT 100 B1G1	CAMPBELL 716-634-4179	V10
3	11XX	16XX	09/16/96	601794	DORAL FF 100 B1G1	CAMPBELL 716-634-4179	V10
10	11XX	16XX	09/16/96	601794	DORAL FULL FLAVOR	CAMPBELL 716-634-4179	V10
10	11XX	16XX	09/16/96	601794	DORAL LIGHT B1G1F	CAMPBELL 716-634-4179	V10
10	11XX	16XX	09/16/96	601794	DORAL LT 100 B1G1	CAMPBELL 716-634-4179	V10
10	11XX	16XX	09/16/96	601794	DORAL FF 100 B1G1	CAMPBELL 716-634-4179	V10
20	11XX	16XX	09/16/96	601794	DORAL FULL FLAVOR	CAMPBELL 716-634-4179	V10
20	11XX	16XX	09/16/96	601794	DORAL LIGHT B1G1F	CAMPBELL 716-634-4179	V10
20	11XX	16XX	09/16/96	601794	DORAL LT 100 B1G1	CAMPBELL 716-634-4179	V10
20	11XX	16XX	09/16/96	601794	DORAL FF 100 B1G1	CAMPBELL 716-634-4179	V10

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
Quit Retrn Main

V11 - BPEAUD

## ALLOCATION TRANSFER AUDIT

09/16/96 09:33 AM

NEXT FN:

PROMOTION : 601794  
TO-LEVEL<?> : 16XX (Wildcards allowed '\$')  
FROM-LEVEL<?>: 12XX (Wildcards allowed '\$')  
DATE : (MM/DD/YYYY)

Amount	From	To	Date	Promo	Item	User	Fn
2	12XX	16XX	09/16/96	601794	DORAL FULL FLAVOR	CAMPBELL 716-634-4179	V10
2	12XX	16XX	09/16/96	601794	DORAL LIGHT B1G1F	CAMPBELL 716-634-4179	V10
2	12XX	16XX	09/16/96	601794	DORAL LT 100 B1G1	CAMPBELL 716-634-4179	V10
2	12XX	16XX	09/16/96	601794	DORAL FF 100 B1G1	CAMPBELL 716-634-4179	V10
3	12XX	16XX	09/16/96	601794	DORAL FULL FLAVOR	CAMPBELL 716-634-4179	V10
3	12XX	16XX	09/16/96	601794	DORAL LIGHT B1G1F	CAMPBELL 716-634-4179	V10
3	12XX	16XX	09/16/96	601794	DORAL LT 100 B1G1	CAMPBELL 716-634-4179	V10
3	12XX	16XX	09/16/96	601794	DORAL FF 100 B1G1	CAMPBELL 716-634-4179	V10

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
Quit Retrn Main

V11 - BPEAUD

## ALLOCATION TRANSFER AUDIT

09/16/96 09:33 AM

NEXT FN:

PROMOTION : 601794  
TO-LEVEL<?> : 16XX (Wildcards allowed '\$')  
FROM-LEVEL<?>: 13XX (Wildcards allowed '\$')  
DATE : (MM/DD/YYYY)

Amount	From	To	Date	Promo	Item	User	Fn
6	13XX	16XX	09/16/96	601794	DORAL FULL FLAVOR	CAMPBELL	716-634-4179 V10
6	13XX	16XX	09/16/96	601794	DORAL LIGHT B1G1F	CAMPBELL	716-634-4179 V10
6	13XX	16XX	09/16/96	601794	DORAL LT 100 B1G1	CAMPBELL	716-634-4179 V10
6	13XX	16XX	09/16/96	601794	DORAL FF 100 B1G1	CAMPBELL	716-634-4179 V10
1	13XX	16XX	09/16/96	601794	DORAL FULL FLAVOR	CAMPBELL	716-634-4179 V10
1	13XX	16XX	09/16/96	601794	DORAL LIGHT B1G1F	CAMPBELL	716-634-4179 V10
1	13XX	16XX	09/16/96	601794	DORAL LT 100 B1G1	CAMPBELL	716-634-4179 V10
1	13XX	16XX	09/16/96	601794	DORAL FF 100 B1G1	CAMPBELL	716-634-4179 V10

V11 - BPEAUD

## ALLOCATION TRANSFER AUDIT

09/16/96 09:33 AM

NEXT FN:

PROMOTION : 601794  
TO-LEVEL<?> : 16XX (Wildcards allowed '\$')  
FROM-LEVEL<?>: 17XX (Wildcards allowed '\$')  
DATE : (MM/DD/YYYY)

Amount	From	To	Date	Promo	Item	User	Fn
22	17XX	16XX	09/16/96	601794	DORAL FULL FLAVOR	CAMPBELL	716-634-4179 V10
22	17XX	16XX	09/16/96	601794	DORAL LIGHT B1G1F	CAMPBELL	716-634-4179 V10
22	17XX	16XX	09/16/96	601794	DORAL LT 100 B1G1	CAMPBELL	716-634-4179 V10
22	17XX	16XX	09/16/96	601794	DORAL FF 100 B1G1	CAMPBELL	716-634-4179 V10
6	17XX	16XX	09/16/96	601794	DORAL FULL FLAVOR	CAMPBELL	716-634-4179 V10
6	17XX	16XX	09/16/96	601794	DORAL LIGHT B1G1F	CAMPBELL	716-634-4179 V10
6	17XX	16XX	09/16/96	601794	DORAL LT 100 B1G1	CAMPBELL	716-634-4179 V10
6	17XX	16XX	09/16/96	601794	DORAL FF 100 B1G1	CAMPBELL	716-634-4179 V10

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
Quit Retrn Main

BPEVAPS2 - M4

## VAP TEMPLATE LIST

09/16/96 - 09:23 AM

VAP ACCT	VAP ACCOUNT NAME	STARTING VAP ACCT	NUM	TEMPLATE DESCRIPTION	NUM ACCTS
			0		
649920	TRIPIFOODS, INC.	8		CAM MEN: 16XX ACCTS	380
X 649920	TRIPIFOODS, INC.	9		TRANSFER: TRIPIFOODS DEC VAP	524
655364	BRU-CEL'S DISTRIBUTI	4		BRU-CEL DEC VAP	11
842166	TOPS MARKETS, INC.	1		WILSON FARMS / TOPS WHSE	94

BPEV10S2 - M3

## VALUE ADDED TRANSFER

Sep 16, 1996 - 09:29 AM

NEXT FN: \_\_\_\_\_

PROGRAM: 601794 - DORAL B2G1F DEC. PROGRAM

PERIOD: 611-00

REGION	TOTAL UNITS	SKUS	DORAL FULL FLAVOR B1G1F ADJUST	BALANCE	DORAL LIGHT B1G1F ADJUST	BALANCE
11XXXX	100	5		69		69
12XXXX	820	41	3	96	3	96
13XXXX	320	16	1	82	1	82
16XXXX	7520	376		340		340
17XXXX	1660	83	6	336	6	336
18XXXX	20	1		411		411
29XXXX	40	2		255		255
TOTALS	10480	524	10	1589	10	1589

ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12--  
 QUIT ACCTS UPDATE FIND QTY ITEMS RESET

51862 2105

BPEVAPS2 - M4

## VAP TEMPLATE LIST

09/16/96 - 09:03 AM

VAP	STARTING VAP ACCT	0	NUM	ACCTS
ACCT	VAP ACCOUNT NAME	NUM	TEMPLATE DESCRIPTION	ACCTS
023880	ASSOCIATED GROCERS O	3	CAM MEN: ASSOCIATED	34
X 023880	ASSOCIATED GROCERS O	4	TRANSFER: ASSOCIATED / DEC VAP	56
026040	MILHEM ATTEA & BROS.	5	CAM MEN: ATTEA	11
026040	MILHEM ATTEA & BROS.	6	ATTEA / DEC VAP	12
044880	A. D. BEDELL CO.	6	CAM MEN: BEDELL	7
X 044880	A. D. BEDELL CO.	8	TRANSFER: BEDELL / DEC VAP	11
081120	BUFFALO TOBACCO PROD	4	BFLO TOBACCO / DEC VAP	26
085940	BUTTON BROTHERS, INC	4	BUTTON BROS / DEC VAP	80
088080	J. A. CALDERON CO.,	4	J.A.CALDERON / DEC VAP	49
091800	CAPITAL CANDY CO., I	3	CAM MEN: CAPITAL	43
X 091800	CAPITAL CANDY CO., I	4	TRANSFER: CAPITAL / DEC VAP	61
094931	MID-VALLEY CANDY COM	4	CAM MEN: MID-VALLEY	29
094931	MID-VALLEY CANDY COM	5	MID-VALLEY / DEC VAP	31
124920	FRANK COLUCCI, INC.	3	F.COLUCCI / DEC VAP	5
129850	COOK WHOL. OF MEDINA	5	COOK / DEC VAP	9
154180	DERIGO SALES, INC.	4	DERIGO / DEC VAP	60
160600	DONOHUE CANDY & TOB.	4	DONOHUE / DEC VAP	29

ENTR---PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
 HELP QUIT ACCEPT DOWN

BPEV10S2 - M3

## VALUE ADDED TRANSFER

Sep 16, 1996 - 09:05 AM

NEXT FN: \_\_\_\_

PROGRAM: 601794 - DORAL B2G1F DEC. PROGRAM

PERIOD: 611-00

REGION	TOTAL UNITS	SKUS	DORAL FULL FLAVOR B1G1F ADJUST BALANCE	DORAL LIGHT B1G1F ADJUST BALANCE
11XXXX	680	34	3 102	3 102
16XXXX	1780	89	<del>8</del> 277	<del>8</del> 277
17XXXX	100	5	358	358
TOTALS	2560	128	0 737	0 737

51862 2106

ENTR---PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
 QUIT ACCTS UPDATE FIND QTY ITEMS RESET



BPEVAPS2 - M4

## VAP TEMPLATE LIST

09/16/96 - 09:10 AM

VAP	STARTING VAP ACCT	NUM	TEMPLATE DESCRIPTION	NUM ACCTS
162800	NORMAN J. DRESSLER	2	CAM MEN: KLEIN 16XX ACCTS	110
162800	NORMAN J. DRESSLER	3	N.DRESSLER-KLEIN/ DEC VAP	173
166680	E&J DISTRIBUTORS, IN	3	CAM MEN: E&J	69
166680	E&J DISTRIBUTORS, IN	4	E & J / DEC VAP	86
180000	ELMIRA TOBACCO CO.,	3	ELMIRA / DEC VAP	25
186350	F & T DISTRIBUTING C	1	F & T / DEC VAP	22
194040	FINKLE DISTRIBUTORS,	5	FINKLE / DEC VAP	114
203290	HARRY FOURTUNIS, INC	3	CAM MEN: H.FOURTUNIS	97
X 203290	HARRY FOURTUNIS, INC	4	TRANSFER: H.FOURTUNIS / DEC VAP	106
204600	SAM FRANK, INC.	3	SAM FRANK / DEC VAP	41
211050	J. GALANES & SONS, I	3	J.GALANES / DEC VAP	8
236370	GRAYS WHOLESALE, INC	3	GRAY WHLS / DEC VAP	16
251520	N. G. GURNSEY CO., I	4	N.G.GURNSEY / DEC VAP	27
278580	HERKIMER WHOL. CO.,	3	CAM MEN: HERKIMER	160
X 278580	HERKIMER WHOL. CO.,	4	TRANSFER: HERKIMER / DEC VAP	176
281200	HIBBERT & MCGEE, INC	3	HIBBERT / DEC VAP	39
315288	DOWLINGS, INC.	4	DOWLINGS / DEC VAP	105

ENTR---PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
 HELP QUIT ACCEPT UP DOWN

BPEV10S2 - M3

## VALUE ADDED TRANSFER

Sep 16, 1996 - 09:11 AM

NEXT FN: \_\_\_\_\_

PROGRAM: 601794 - DORAL B2G1F DEC. PROGRAM

PERIOD: 611-00

REGION	TOTAL UNITS	SKUS	DORAL FULL FLAVOR B1G1F ADJUST BALANCE	DORAL LIGHT B1G1F ADJUST BALANCE
11XXXX	60	3	0 99	99
12XXXX	80	4	0 98	98
16XXXX	5500	275	280	280
TOTALS	5640	282	0 477	0 477

ENTR---PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
 QUIT ACCTS UPDATE FIND QTY ITEMS RESET

BPEVAPS2 - M4

## VAP TEMPLATE LIST

09/17/96 - 10:27 AM

VAP ACCT	VAP ACCOUNT NAME	STARTING VAP ACCT	NUM	TEMPLATE DESCRIPTION	NUM ACCTS
X 375878	MCLANE NORTHEAST COR	2	TRANSFER 3	SKUS C.FAIR PARTNERS	71
375878	MCLANE NORTHEAST COR	14	MCLANE - CAMEL COLL	SEPT	370
375878	MCLANE NORTHEAST COR	15	CAM MEN: MCLANE	16XX ACCTS	432
375878	MCLANE NORTHEAST COR	16	TRANSFER: MCLANE NE /	DEC VAP	991
396640	MANCHESTER TOBACCO,	3	CAM MEN: MANCHESTER		61
396640	MANCHESTER TOBACCO,	4	TRANSFER: MANCHESTER /	DEC VAP	78
431520	MOHAWK CANDY & TOB.	4	MOHAWK / DEC VAP		8
442680	MOUNTAIN CANDY & CIG	4	MOUNTAIN / DEC VAP		109
447000	MUTUAL WHOLESALE SER	4	MUTUAL VAP DEC		32
462720	NEW HAMPSHIRE TOBACC	3	CAM MEN: NH TOBACCO		69
462720	NEW HAMPSHIRE TOBACC	4	TRANSFER: N.HAMPSHIRE	DEC VAP	71
468800	NORTH COUNTRY CANDY	4	N.COUNTRY / DEC VAP		14
495892	CONSUMER PRODUCTS DI	4	CAM MEN: POLEP 16XX	ACCTS	177
495892	CONSUMER PRODUCTS DI	5	TRANSFER: POLEP DEC	VAP	390
509977	HARRY FOURTUNIS, INC	3	CAM MEN: H. FOURTUNIS		29
509977	HARRY FOURTUNIS, INC	4	TRANSFER: H.FOURTUNIS	DEC VAP	36
533288	JONES MCINTOSH TOBAC	4	JONES MCINTOSH DEC	VAP	99
ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---					
HELP		QUIT		ACCEPT	UP DOWN

## TRANSFER COMPLETED

BPEV10S2 - M3 VALUE ADDED TRANSFER

Sep 17, 1996 - 10:30 AM

NEXT FN: \_\_\_\_\_

PROGRAM: 601794 - DORAL B2G1F DEC. PROGRAM

PERIOD: 611-00

REGION	TOTAL		DORAL LT 100		DORAL FF 100	
	UNITS	SKUS	B1G1F	ADJUST BALANCE	B1G1F	ADJUST BALANCE
16XXXX	240	12		318		318
17XXXX	2600	130	<u>4</u>	340	<u>4</u>	340
TOTALS	2840	142		0 658		0 658

ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
 QUIT FIND ITEMS

51862 2108

BPEVAPS2 - M4

VAP TEMPLATE LIST

09/16/96 - 09:12 AM

VAP ACCT	VAP ACCOUNT NAME	NUM	TEMPLATE DESCRIPTION	NUM ACCTS
317880	R.L.JONES & SONS, IN	3	R.L.JONES / DEC VAP	17
331440	JACOB KERN & SONS, I	4	J.KERN / DEC VAP	8
332400	KEYCO DISTRIBUTORS,	3	CAM MEN: KEYCO	10
X 332400	KEYCO DISTRIBUTORS,	4	TRANSFER: KEYCO / DEC VAP	17
332520	KEYSTONE TOBACCO CO.	3	KEYSTONE / DEC VAP	8
332880	KEY STORES CO., INC.	3	CAM MEN: KEY STORES	4
X 332880	KEY STORES CO., INC.	4	TRANSFER: KEY STORES / DEC VAP	6
335710	KINGSTON CANDY & TOB	4	KINSTON / DEC VAP	25
336660	E. P. KIRST & SONS,	1	E.P.KIRST DEC VAP	93
356150	LAVIN CANDY CO., INC	3	LAVIN / DEC VAP	16
375878	MCLANE NORTHEAST COR	2	TRANSFER 3 SKUS C.FAIR PARTNERS	68
375878	MCLANE NORTHEAST COR	14	MCLANE - CAMEL COLL SEPT	370
375878	MCLANE NORTHEAST COR	15	CAM MEN: MCLANE 16XX ACCTS	432
X 375878	MCLANE NORTHEAST COR	16	TRANSFER: MCLANE NE / DEC VAP	991
396640	MANCHESTER TOBACCO,	3	CAM MEN: MANCHESTER	61
X 396640	MANCHESTER TOBACCO,	4	TRANSFER: MANCHESTER / DEC VAP	78
431520	MOHAWK CANDY & TOB.	4	MOHAWK / DEC VAP	8

ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12--  
 HELP QUIT ACCEPT UP DOWN

BPEV10S2 - M3

VALUE ADDED TRANSFER

Sep 16, 1996 - 09:13 AM

NEXT FN: \_\_\_\_\_

PROGRAM: 601794 - DORAL B2G1F DEC. PROGRAM

PERIOD: 611-00

REGION	TOTAL UNITS	SKUS	DORAL FULL FLAVOR B1G1F ADJUST BALANCE	DORAL LIGHT B1G1F ADJUST BALANCE
11XXXX	3360	168	10 99	10 99
12XXXX	440	22	2 98	2 98
13XXXX	1760	88	6 88	6 88
16XXXX	15380	769	280	280
17XXXX	6480	324	22 358	22 358
29XXXX	60	3	255	255
TOTALS	27480	1374	0 1178	0 1178

51862 2109

ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12--  
 QUIT ACCTS UPDATE FIND QTY ITEMS RESET

BPEVAPS2 - M4

## VAP TEMPLATE LIST

09/16/96 - 09:19 AM

VAP ACCT	VAP ACCOUNT NAME	NUM	TEMPLATE DESCRIPTION	NUM ACCTS
442680	MOUNTAIN CANDY & CIG	4	MOUNTAIN / DEC VAP	109
447000	MUTUAL WHOLESALE SER	4	MUTUAL VAP DEC	32
462720	NEW HAMPSHIRE TOBACC	3	CAM MEN: NH TOBACCO	69
X 462720	NEW HAMPSHIRE TOBACC	4	TRANSFER: N.HAMPSHIRE DEC VAP	71
468800	NORTH COUNTRY CANDY	4	N.COUNTRY / DEC VAP	14
495892	CONSUMER PRODUCTS DI	4	CAM MEN: POLEP 16XX ACCTS	177
X 495892	CONSUMER PRODUCTS DI	5	TRANSFER: POLEP DEC VAP	390
509977	HARRY FOURTUNIS, INC	3	CAM MEN: H. FOURTUNIS	29
X 509977	HARRY FOURTUNIS, INC	4	TRANSFER: H.FOURTUNIS DEC VAP	36
533288	JONES MCINTOSH TOBAC	4	JONES MCINTOSH DEC VAP	99
570300	SCHEIDELMAN, INC.	3	SCHEIDELMAN DEC VAP	13
611800	STANDARD-ROSENBAUM,	4	STD ROSENBAUM DEC VAP	91
619822	WUSTEFELD CANDY CO.,	4	WUSTEFELD DEC VAP	11
647510	TRADING PORT, INC.	4	TRADING PORT DEC VAP	14
648240	T B I CORPORATION	3	CAM MEN: TBI	46
X 648240	T B I CORPORATION	5	TRANSFER: TBI DEC VAP	121
649920	TRIPIFOODS, INC.	7	TRIPI-CAMEL COLL SEPT	102

ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12--  
 HELP QUIT ACCEPT UP DOWN

BPEV10S2 - M3

## VALUE ADDED TRANSFER

Sep 16, 1996 - 09:22 AM  
NEXT FN: \_\_\_\_\_

PROGRAM: 601794 - DORAL B2G1F DEC. PROGRAM  
 PERIOD: 611-00

REGION	TOTAL UNITS	SKUS	DORAL FULL FLAVOR B1G1F ADJUST BALANCE	DORAL LIGHT B1G1F ADJUST BALANCE
11XXXX	5700	285	20 89	20 89
12XXXX	260	13	96	96
16XXXX	6400	320	320	320
TOTALS	12360	618	20 505	20 505

ENTR--PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12--  
 QUIT ACCTS UPDATE FIND QTY ITEMS RESET

51862 2110

V51 - BPEV51S1

## TEMPLATE QUANTITIES

09/13/96 - 16:07:02.0

TERR	ACCT	NAME	18 OF 173	CITY	VAP WHOLESALER	QTY
122104	543805	VIKISHA INC.		JERSEY CITY	162800	1
122104	714335	JAY DISTRIBUTORS		JERSEY CITY	162800	1
122109	658665	ARUN INTERNATIONAL		JERSEY CITY	162800	1
124463	649555	SOMALIN CIGAR		BROOKLYN	162800	1
133204	403215	EASTON AVENUE EXXON		BETHLEHEM	162800	1
133204	059033	TOM'S TOBACCO		BETHLEHEM	162800	1
133204	894045	TREON		BETHLEHEM	162800	1
133204	183593	SMOKE SHOP		ALLENTOWN	162800	1
133204	595793	LIBERTY BELL BEVERAG		ALLENTOWN	162800	1
133204	606489	RADCLIFF'S IGA		MACUNGIE	162800	1
133204	472685	BEAR SWAMP BEVERAGE		MACUNGIE	162800	1
133204	964091	LIBERTY BELL BEV.		EMMAUS	162800	1
133205	025660	COVENTRY MART		POTTSTOWN	162800	1
133205	540772	COLE TOBACCOLAND		POTTSTOWN	162800	1
133205	625733	HEIDI SUE VARIETY		PHOENIXVILLE	162800	1
133208	657092	CHUCKY'S FOOD & BEER		EASTON	162800	1
133208	604382	RIVERSIDE EXXON		EASTON	162800	1
133208	505459	LU CO CUT RATE		EASTON	162800	1

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---  
Quit Retrn QTY BUILD APPND BKWD FRWD TOTL Main

51862 2111

502 SMS502N1

SALES MATERIALS SYSTEM

09/16/96 09:45

SMS ALLOCATION INQUIRY

FN: \_\_\_\_\_

Area/Reg/Div/Terr\*: 16XXXX (Wildcards Allowed) << Found 1 locations >>

Item Number.....: 515990 DOR B2G1F SLEEVE KIT

Location	Actual	Usage	Available	Transfer
-----	-----	-----	-----	-----
1 16 BUFFALO REGION	8970	0	8970	0

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
Help            Retrn                            Bkwrđ Frwrđ                            Main

51862 2112